Ziv Lotenberg, Adv.

+972 546 622 204 | **ziv.lotenberg@gmail.com**

Residence: Ramat Hasharon, Israel | I.D. 024933582

→ **Business Development Executive with Israeli and US experience.**

→ **Business savvy, practiced in leading DD processes, feasibility studies and marketing analysis.**

→ **Legal & financial know-how incl. budget management, fund raising and negotiations.**

→ **Combine creativity, with an entrepreneurial mind, technological know-how, excellent interpersonal relations, communication skills and motivational leadership.**

Professional Experience:

2007-present **Entrepreneurship & Business / Real-Estate Development**

- Identify and lead real-estate investment opportunities.
  - Conduct market research, feasibility studies and due diligence processes.
  - Manage legal aspects including contractual negotiations.
  - Ensure stay-on-budget and attain project dead-lines.
- Legal counsel for property buying / selling and rentals.
- Part of the management team for a 68 apartments' project. Involved in tenders and negotiations.

2005-2007 **Internship, David Yitzhaki – Law Office**

- Internship in a legal firm specializing in tax and real-estate law.

2003-2005 **Partner, E. Barak & Associates Strategic Consulting Ltd.**

- Provided Business Development services to companies in Israel and abroad.
- Identified and assessed potential customers, perform feasibility studies & business analysis.
- Involved in negotiations with senior executives.
- Support customers BD and sales efforts focusing on strategic partnerships world-wide.

2000-2003 **Co-founder, Madison VC, LLC** *Israeli-American Investment Company*

- Lead investment processes in technology companies (telecom, enterprise SW, medical devices) in both countries, per BoD decisions.
- Screen business plans, conduct DD processes and manage investments.

1997-2000 **SunGard Business Integration** *Development of software and technology services for the financial markets*

Marketing & Business Development Manager (1998-2000)

- Responsible for Business Development and marketing efforts in the US.
- Cooperate with strategic partners and support sales teams.
- Global Account Manager, develop distribution channels, promote the company & its products

Marketing (1997-1998)

- Participate in trade shows, write marketing material; support sales teams.
- Respond to tenders, RFP, RFI.

Education:

1995-1998 **LLB**, *IDC, Herzliya*

1992-1995 **BA in Economics** with honors, *Tel Aviv University*

Languages: Hebrew – mother tongue | English – very high level (5 years in the US)

Military service: Assistant Intelligence Officer in “Moran”. Last Rank: Lieutenant.
Fighter and Trainer at the counter-terrorism school. (1988-1992)

Community work: Board member of the “Israeli Center for Better Childhood (ICBC)” a non-profit organization supporting needy children, in Israel

*** References will be provided upon request*